

# STATEMENT OF QUALIFICATIONS FOR STATE AND FEDERAL ADVOCACY SERVICES TO



McDonald Hopkins

A business advisory and advocacy law firm

[mcdonaldhopkins.com](http://mcdonaldhopkins.com)

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## Introduction

Thank you for considering McDonald Hopkins to assist with the state and federal advocacy needs of Cuyahoga County ("County"). We are excited to collaborate with Erskine (Ernie) Cade of Strategic Health Care/Strategic Government Relations in submitting this proposal and believe that no other firm will provide as dynamic of a team to service your needs.

Cuyahoga County is seeking to expand its presence and represent its interest before the state and federal government by assisting in the crafting and implementation of a strategy that will elevate the County's engagement and profile at the state and federal level and preserve and secure support and funding for its key initiatives, projects and interests.

At McDonald Hopkins, we strive to lead the way in our approach to legal and advocacy services and in our commitment to Cleveland, where our firm was founded in 1930. McDonald Hopkins has grown over the years but our passion for making a difference in our community traces back to our beginnings. Now, as we approach our 90th anniversary in 2020, we are honoring our deep roots in Cleveland and reaffirming our commitment to the city by embracing the future with our support of initiatives focused on making a difference in the educational system in Cleveland—as a Cleveland Indians Community Partner, a Say Yes to Education partner, and a College Now of Greater Cleveland partner. Furthermore, we launched the Leaders in Education Lunch Series to highlight the work being done in our community to prioritize education and train our future workforce.

As the County considers which government relations consultants to work with to provide lobbying services for the 2019/2020 session of the Ohio Legislature, we hope the following information will demonstrate that the attorneys and lobbyists on our team have the skills and experience to support the complex needs of the County.

## Section 1 – Minimum Qualifications

Since the formation of our government affairs practice in 2003, we have been focusing our approach on meeting the needs of our clients and to interface with government in a strategic and effective manner. Our team is comprised of attorneys and legislative professionals committed to representing our client's interests at all levels of government. Because McDonald Hopkins is a business advisory and advocacy law firm, we are able to offer an array of services and support to our clients in a variety of areas. We regularly utilize the skills and services of other firm professionals such as paralegals and attorneys in an effort to enhance the value received by our clients. We've seen what works and know how to be effective. Our team of professionals has significant experience drafting legislation, procuring funding through state and federal programs, testifying on complex legislation, building and managing coalitions, engaging grass roots advocates, implementing public affairs strategies and influencing the outcome of legislation.

This engagement will be managed by Mike Wise, Chair of the firm's Government Affairs Practice. Assisting Mike will be Dean DePiero and David Ebersole from McDonald Hopkins. Partnering with us will be Erskine Cade from Strategic Government Initiatives.

Mike Wise joined the firm in 2003. Mike was a member of the Ohio House of Representatives from 1992 through 1998. Mike also served as chairman of the Republican Party of Cuyahoga County from 2000 until 2005. Additionally, from 2005 to 2006, Mike was a member of the Ohio Republican Party State Central Committee. Mike co-chaired Governor John Kasich's first campaign here in Cuyahoga County. Mike has been lobbying at the state and federal level since 2000 when he left Governor Bob Taft's administration. His work in Columbus has included work for companies, nonprofits and

coalitions. His work in Washington has also been since 2000 and focused on appropriations and regulatory efforts.

Dean DePiero has been Of Counsel with McDonald Hopkins since 2005 while serving as mayor and then upon leaving the mayor's office in 2011. He has a depth of experience working in state and local government as a lawyer and an elected official. He worked extensively in the firm's Government Affairs Practice and spent a majority of his time lobbying and advocating at the state level on behalf of the firm's clients. As a former state legislator and mayor of Ohio's seventh largest city, Dean has used his unique knowledge of state and local government to assist clients in communicating their needs and messaging to policy makers in order to accomplish their goals. His current practice involves government advocacy and relations at the local government level as well as legal representation as City Law Director/Asst. Law Director for various municipalities.

David Ebersole, who is based in Columbus, joined McDonald Hopkins in 2016. He is a former assistant Ohio Attorney General and represented the State Tax Commissioner before the Ohio Supreme Court. Dave has attended Ohio legislative committee hearings on matters of interest to firm clients – including energy and tax issues.

#### **Erskine "Ernie" Cade**

We are pleased to collaborate with Erskine Cade on this project. Ernie is a partner with Strategic Government Initiatives. Over the last 30 years he has been one of the most recognized, effective and dynamic lobbyists in Ohio and DC. We will be working with Erskine as a subcontractor and key member of our team. He has been lobbying at the state and federal levels of government since 1985 and has lobbied almost every statehouse in the U.S. except for the southwest states. He began his lobbying experience with the Standard Oil Company Ohio/BP where his initial assignments were for the northeastern-Mid-Atlantic states that included states from Massachusetts to Maine, Rhode Island, and Vermont. That was followed by lobbying all the southeast states from Tennessee to Florida. He then became responsible for states in the Midwest (Ohio, Michigan, Indiana, and Wisconsin). He moved to KeyBank in 2002 and had lobbying responsibility for the entire U.S., state and federal governments. He had responsibility for five registered lobbyists and assigned them geographical territories that included staff to the northeastern states, the northwestern and pacific states (Washington State-Alaska). He took personal responsibility for the Midwest states in particular the State of Ohio. He also assisted in the federal lobbying activities.

Our team was assembled with one goal in mind: client satisfaction. Our mantra focuses on respect – respect for the process, respect for the people and respect for the client.

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## Section II – Firm Experience

McDonald Hopkins brings together professionals who have a broad range of experience working in the government arena, whether as elected public officials at the county, state or local level or as counsel to individuals, businesses, nonprofits and local, state and federal government entities. Our experience with government affairs combined with our legal expertise and deep bench strength across multiple practice areas and markets allows us to provide insightful legal solutions and guidance to our clients. We also utilize our solid relationships with public officials and their staff in a strategic and effective manner, whether we are lobbying for change in a policy or ensuring a fair and effective procurement process.

Our services in the area of public law include:

- Campaign finance and election law
- Economic incentives
- Government contracting and procurement
- Municipal law and ethics
- Public finance
- State and local lobbying
- Tax credits

### Representative Matters

- Represented a physician trade group in Columbus. Prepared weekly reports and legislative updates.
- Represented an industrial trade group and led a coalition to change Ohio's energy regulations.
- Represented a number of nonprofits in Columbus to obtain appropriations.
- Represented a large nationwide distributor in Washington to change Federal Regulations.
- Represented an energy company in Washington to obtain an appropriation.
- Represented a billion dollar energy company in Columbus. Prepared weekly reports and legislative updates. Pursued legislative initiatives.
- Represented multiple real estate developers in Columbus to obtain economic incentives from state and local governmental agencies.
- Represented an offshore wind developer in Columbus to obtain PUCO project approval.
- Represented a solar energy developer in Columbus to obtain regulatory changes from state and local governmental agencies.
- Represented a treatment center in Columbus to assist on regulatory matters.
- Represented multi-billion companies in the oil & gas, banking and financial sectors. Worked with senior management in the preparation of prepared testimony, and scheduling of in-person meetings with elected and regulatory officials. Prepared weekly reports and attended monthly conference calls to review legislative priorities.

- Represented a large multi-national nonprofit in multiple legislative priorities. Developed relationships with legislative officials, executive agencies and staff, and governor's office. Prepared weekly, monthly legislative reports, and attended weekly/monthly conference calls to review legislative priorities.
- Represented mid-size nonprofits on legislative issues, establishing relationships with members of House/Senate, state agencies, and governor's office. Assisted client in raising millions of dollars for programmatic support. Prepared weekly, monthly written legislative priorities, and attended weekly or more conference calls to review status of legislative priorities.
- Represent Port Authority's legislative priorities. Pursued state funding for capital projects and preservation projects.
- Represents several of Ohio's hospitals and health care organizations for Medicaid, Medicare, managed care, and other major initiatives. Prepared weekly, monthly reports on legislative and regulatory priorities. Attended weekly conference calls, and quarterly meetings with Board members, executive staff, and doctors to report on priorities and new initiatives.

**National Healthcare Team** –In addition to the strength and expertise of McDonald Hopkins in the areas directly relating to this proposal, McDonald Hopkins has a long established national healthcare practice. The firm represents a wide variety of healthcare providers, including hospitals, laboratories, continuing care retirement communities, nursing homes, and physician groups. We have represented more than 40 hospitals in 18 states. Our diverse experience enables us to give our clients a unique perspective on the issues that may confront them in the rapidly evolving healthcare environment. This experience extends from our core Healthcare Practice Group's regulatory and transactional support to the other attorneys in the firm who advise our healthcare clients in various areas, including those responsive to this proposal. We understand that Cuyahoga County has substantial interest in healthcare issues, especially related to the Medicaid process. Our healthcare team can provide guidance and support in this area, as needed.

**Strategic Health Care** – SHC has a long history of providing government affairs, healthcare strategic planning, healthcare business planning and consulting services. SHC has the staffing expertise, relationships with local, state and federal government officials, and knowledge of the emerging healthcare issues to ensure the Cuyahoga County strategic priorities and legislative priorities are achieved.

SHC has represented clients with respect to virtually all major health care legislation enacted by Congress and the Ohio state legislature for more than two decades. SHC covers a wide range of healthcare topics, such as budget and appropriations matters; new payment systems for hospitals, ambulatory providers, and physicians; CMS pilots & demos; managed care; health care reform; health care information privacy (HIPAA); physician self-referral; maintenance of tax-exemption status for nonprofits; programs; community partnership building; assisting local health departments; and funding for NIH and other federal research agencies; and drug and medical devices reform

SHC represents over 300 hospitals across in the country through various issue related coalitions such as Critical Access Hospitals and Long term Acute Care Hospitals. SHC represents over 250 long term care providers in managed care networks across four states. SHC negotiates managed care contracts, pay-for-performance and value-based contracts for these providers. SHC also represents in-patient psych hospitals, medical transportation companies and durable medical equipment companies.

Cuyahoga County through MetroHealth and other county health services is a health care provider. SHC has the ability to assess current reimbursement and assist in negotiating managed care contracts.

SHC offers its clients the following services to achieve their organizational goals:

- Research, analysis, and development of health care policy, legislation, and regulation
- Experts to guide you in planning and adjusting business strategies to operationalize the ever-changing landscape of health care delivery
- "Eyes and ears" at the state and federal levels to identify and alert you to legislative opportunities and challenges
- Assistance with developing testimony before Ohio General Assembly Committees and preparing March of Dimes staff for testimony
- Guidance to help develop and nurture relationships with public agencies and elected officials
- Support for the creation and implementation of grassroots advocacy efforts that identify and advance your organization's strategic priorities
- Comprehensive consultative and technical assistance to identify issues, resolve problems, improve services, and engage your constituents

## **Our Process**

### **Detect introduction of legislation that may affect the client**

When McDonald Hopkins is engaged by a client, as a matter of course we meet with the committee chairs with jurisdiction over policy matters of interest to the client to inform them of our representation. As part of this, the chairs – and appropriate staff – work with us to make sure that we are properly informed of legislation that may be of interest to our client.

### **Track progress of pertinent legislation that has been introduced**

McDonald Hopkins tracks pertinent legislation on a regular basis, through both formal bill tracking methods such as committee notices and subscription services, as well as through ongoing dialogue with bill sponsors or with the office of the committee chair. We work closely with these offices to ensure not just a general awareness of the status of legislation, but to schedule interested party meetings, testimony and other forms of communication that we utilize to advance our client interests.

### **Lobby legislators, staff and executive branch concerning pertinent legislation**

We believe that any effective lobbying effort must be part of a broad advocacy strategy – which is precisely what we develop when lobbying on behalf of our client. Aside from direct interaction with legislators, staff and the executive branch, we look to maximize resources that may advance our client's interests, e.g., third party experts or similarly aligned stakeholders. In an effort to coordinate this, McDonald Hopkins develops a comprehensive legislative action plan that serves as the blue print for our lobbying strategy. We assess the legislative landscape on a comprehensive basis and

determine the appropriate strategy needed to navigate the landscape on a project by project basis. Although this plan is the blueprint for our strategy, we recognize the need to modify action items as the landscape evolves, which we do accordingly.

**Communicate on a regular basis with the County using a method determined by the County, concerning the status, prospects, movement, opposition, support, etc., of pertinent legislation**

We believe that communication is paramount when working with our clients, and strive to develop our communications plan in whatever fashion is most advantageous to the client. Some clients prefer weekly update calls, while others prefer email update when warranted.

For this particular engagement, we would have an initial kickoff meeting with the county executive and team to understand your needs. At least initially, we would recommend a set call on a weekly basis. The number of policy items that will be of interest to you is significant, and we will want to be sure that nothing "slips through the cracks" as our advocacy strategy gets implemented.

**Regularly communicate with key legislative committee chairs, members and staff to inform them of County interests and learn about potential legislative developments before they occur**

As previously stated, one of our initial action steps upon being engaged will be to meet with key legislative and agency offices to make the appropriate individuals aware of our representation. Aside from our belief that this is appropriate protocol, it enables us to lay the groundwork to be notified of policy discussions of interest before they arise, when possible.

**Review each issue of the state administrative register and identify any proposed regulations that may affect the County**

We have worked with several state agencies of direct interest to the County (including the Ohio Department of Health, Ohio Department of Mental Health and Addiction Services, Ohio Department of Job and Family Services and the Ohio Department of Medicaid) on rule development and promulgation. Additionally, we have participated in several rulemaking discussions with the Joint Committee on Agency Rule Review ("JCARR"), and the Common Sense Initiative ("CSI").

**Monitor the status, opposition/support and prospects of pertinent proposed regulations**

One of the more under-represented elements of policy development is the rule making process. Too often, laws that are enacted are either broadly framed or defer major policy considerations to state agencies for interpretation. Recognizing this reality, we have developed a significant element of our practice toward working with state agencies, rule making bodies and interested parties to ensure that any regulatory decisions of interest to our clients are given the same emphasis in our advocacy strategy as legislative efforts receive.

**Maintain a thorough understanding of the administrative rulemaking process in the state, including both the stages required under state law, and those at the discretion of the agencies**

Our experiences working with several state agencies, JCARR and CSI have offered us a wide array of interactions over the years regarding the rule making process. As such, we expect the unexpected. What is key for us, however, is to prepare for a litany of road maps we are asked to navigate. Because of our team's experience, we have consistently demonstrated the ability to effectively achieve our client's goals and objective through these processes.

**Schedule and represent the County in scheduling meetings with legislators**

Our office manages all scheduling for legislative and executive offices. Our scheduler is regularly in communication with legislative offices as meeting times change due to longer than anticipated committee hearings, session or other unexpected delays. In advance of any meetings that have been scheduled on your behalf, our office will provide you with a detailed itinerary of the day, the biography of each person with whom we are meeting (when available) and any other information that will make your day at the statehouse as efficient as it can be.

**Attend County meetings including, County Council as requested to do so by the County**

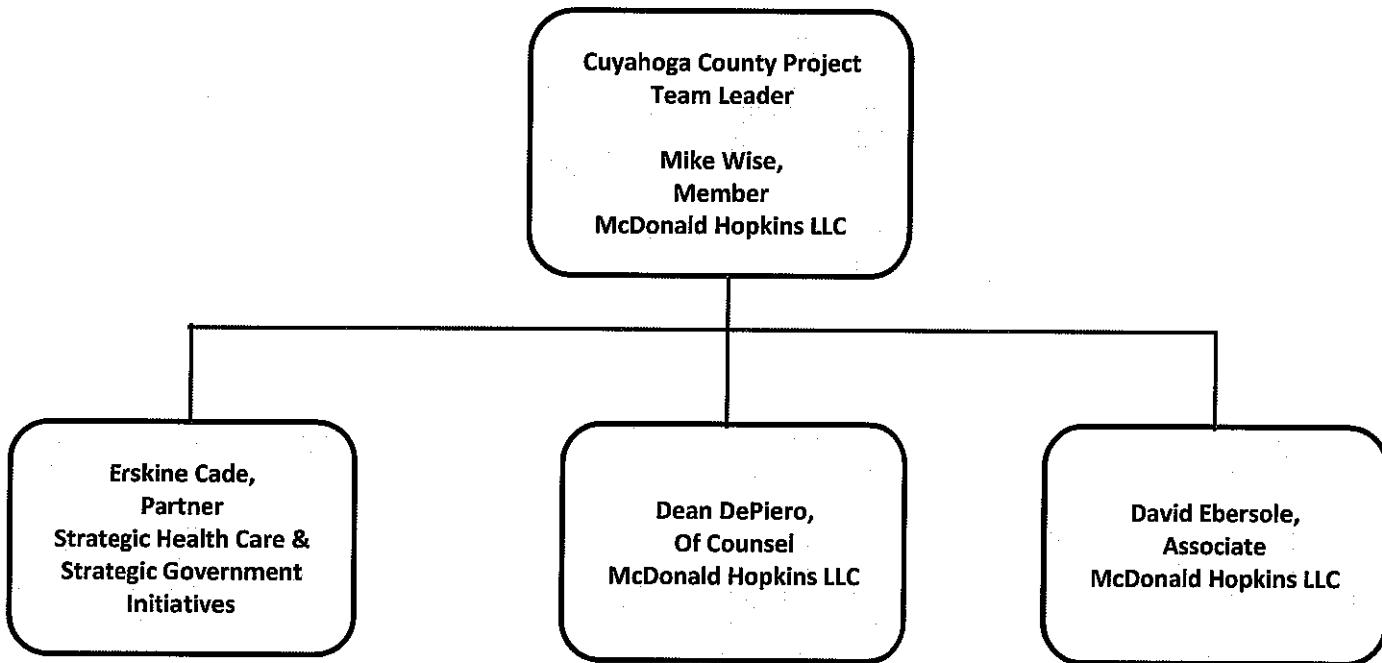
We pride ourselves on being available for our clients. Not only would we make ourselves available to attend these types of meetings, we would request to attend as many as possible. The more we learn about the County, the more interaction that we have with both the council and general membership, the more effectively we can articulate and advance the policy initiatives of significance to you.

**Recommend development of appropriate coalitions**

Not only do we make recommendations for the development of appropriate coalitions, we prioritize it. We recognize that potential coalition partners may vary from one policy area to another, and we have demonstrated an ability to pivot when necessary, but the utilization of a strong coalition – particularly when attempting to advance a policy initiative – is a critical tool to have available.

## Section III – Staff Experience

Our team includes dedicated attorneys and lobbyists, a specialized team of paralegals and administrative professionals. Based on our understanding of your needs, we propose the following service team:



Teresa  
Beasley

**Michael W. Wise, Member**

Public Law Practice Group; Board of Directors

**McDonald Hopkins LLC**

Cleveland and Columbus offices

mwise@mcdonaldhopkins.com

216.430.2034

**Percentage of Availability: 40%**

Mike is the Chairman of the Firm's Government Group. He serves on the Firm's Board of Directors. Besides Mike's government affairs activities, Mike has extensive experience in the renewable energy space. He is working directly with a number of advanced/renewable energy companies on finance and regulatory issues. Recent activity includes acting as counsel or developer to over 100 MW's of built solar. These projects have been both ground mounted and roof mounted across the United States. One of these projects is a landfill solar project in Brooklyn, Ohio and it was named solar project of the year in 2018 by Solar Builder Magazine. Prior energy related positions include acting as general counsel to LEEDCO, the Cleveland offshore wind project owner. Mike also has served as general counsel to Ocean Energy Systems, a wave energy startup company.

Prior to joining McDonald Hopkins, Mike was the Director of Governor Taft's Regional Economic Development Office in Cleveland, where he was the senior liaison between the Cleveland business community and the governor. While at the governor's office, Mike worked on numerous major public/private partnerships. Mike continues to assist clients in financially engineering their projects with the assistance of public support.

Mike is also a former member of the Ohio General Assembly and the former Co-Chair of the Cuyahoga County Republican Party. He served on the Republican State Central Committee and has acted as Special Counsel to the Ohio Attorney General for the last 11 years. He also is a former Trustee in Chagrin Falls Township.

Mike earned his J.D. from Case Western Reserve University School of Law in 1990. He attended Gordon Conwell Theological Seminary and received a B.A., with highest honors, from Grove City College in 1984.

**Representative matters**

- Represented a physician trade group in Columbus. Prepared weekly reports and legislative updates.
- Represented an industrial trade group and led a coalition to change Ohio's energy regulations.
- Represented a number of non profits in Columbus to obtain appropriations.
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- Represented an offshore wind developer in Columbus to obtain PUCO project approval.
- Represented a solar energy developer in Columbus to obtain regulatory changes.
- Represented a treatment center in Columbus to assist on regulatory matters.

**Erskine (Ernie) Cade, Corporate Lobbyist**  
**Strategic Health Care & Strategic Government Initiatives**  
Cleveland and Columbus offices  
erskine\_cade@shcare.net  
614.255.0319



**Percentage of Availability: 40%**

Erskine (Ernie) Cade is a Partner with Strategic Health Care (SHC) and Strategic Government Relations (SGI Group), legislative and regulatory affairs firms, well respected for expertise in public policy and impact upon decision-making at the federal, state, and local levels of government.

Ernie is recognized as one of the nation's leading lobbyist by Black Enterprise Magazine, Who's Who in Corporate America, and Who's Who in Black Cleveland. He is a celebrated leader in Greater Cleveland's civic sector, as a diligent and engaged member of several community boards. He currently serves as a Board member and former board chair for the Center of Families and Children (CFC) and Capital Square Foundation. He is a former Board chair and member of the Ohio United Way, a member of the Executive Leadership Council (ELC), and the Levin College Visiting Committee and Advisory Board, College of Urban Affairs, Cleveland State University. Member of the Mentoring Committee Cleveland State University. Member of the ADAMS Board Of Cuyahoga County. He is a life member of the National Black MBA Association. He also formerly served as chairman of the American Association of Blacks in Energy (AABE), the Ohio Lottery Commission and the Board of Zoning Appeals with the City of Cleveland.

A native of Birmingham, Alabama, Ernie received his Business Administration degree from West Virginia State University while playing for the university's basketball program. He earned an Executive Master's degree in Business Administration from the Weatherhead School of Management of Case Western Reserve University.

**Representative matters**

- Represented multi-billion companies in the oil & gas industries, bank and financial institutions. Prepared weekly legislative and regulatory updates. Also worked with senior management in the preparation of prepared testimony, and scheduling of in-person meetings with elected and regulatory officials. Prepared weekly reports monthly conference calls to review legislative priorities.
- Represented large multi-national and mid-size non-profits in multiple legislative priorities, developed relationships with legislative officials, executive agencies and staff, and governor's office. Prepared weekly, monthly legislative reports, and weekly/monthly conference calls to review legislative priorities.
- Represent Port Authority's legislative priorities, establishment of state funding for capital projects and preservation projects.
- Represents several of Ohio's largest hospitals and health care organizations in all aspects initiatives-Medicaid, Medicare, managed care, and other major initiatives.

**Dean E. DePiero, Of Counsel**  
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216.348.5834



**Percentage of Availability: 5%**

Dean DePiero has served as Of Counsel for McDonald Hopkins since 2005. He has a depth of experience working in state and local government as a lawyer and an elected official. Dean is currently the Law Director for the City of Aurora and Assistant Law Director/Prosecutor for Broadview Heights, Ohio. Dean is also a certified Mayor's Court Magistrate in the state of Ohio and serves in this capacity for municipalities in Northeast Ohio. He has also served as the elected Mayor of Parma, Ohio's seventh largest city and as an Ohio State Representative.

Dean's considerable leadership experience as an elected official on both the state and local level enables him to provide useful insights and guidance to our government affairs and general business clients. He has nearly two decades of experience in private legal practice. Dean is known for his excellent communications skills and inspirational leadership that he used in building community relationships and partnerships based on trust in team settings. He has built a reputation for methodical and precise strategic planning while practicing law.

**David D. Ebersole**, Associate  
Public Law Practice Group  
**McDonald Hopkins LLC**  
Columbus office  
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614.484.0716



**Percentage of Availability:** 5%

Dave advises business clients on their federal, state, and local tax needs. Dave is particularly familiar with state and local taxation and tax controversy (including audits and litigation) due in large part to his experience as an Assistant Ohio Attorney General. In that role, Dave defended the Ohio Tax Commissioner in all phases of tax litigation before the Ohio Board of Tax Appeals and Ohio courts of appeal including the Ohio Supreme Court. In addition to state and federal tax controversy, Dave also advises clients on state and federal tax issues that arise in connection with business transactions including entity formations, sales, mergers, restructurings, and dissolutions.

## Section IV – Contract Methodology

Government affairs work is so much more than networking with government officials. It requires a strategic process developed by specialists who understand the relationship between policy and politics. A well thought-out and well implemented strategic plan is critical to true success in government affairs – achieving good government policy without an understanding of the political landscape is very difficult. Our government affairs team has an impressive background and a proven record of balancing good government policy and good politics to achieve our client's objectives. We have earned this record by using our unique approach to government affairs.

Our approach can best be described as a flexible four phase process of Evaluation, Development, Implementation, and Evolution.

**Phase I - Evaluation:** Our team meets with our client to listen and gain an understanding of their business, inventory their concerns and objectives, and assess opportunities. Similarly, we invest time to gain an understanding of the political landscape from relevant officials and other parties regarding the client or the issue for which the client has particular interest.

**Phase II - Development:** After gaining a thorough understanding of our client's government objectives and the surrounding landscape, we develop recommendations on how to achieve the client's objectives. We then develop a customized Government Affairs Action Plan (GAAP) to detail the steps necessary to implement our recommendations.

**Phase III – Implementation:** After obtaining approval of the final GAAP from our client, we "fill in the GAAP" by implementing the various steps of the work plan.

**Phase IV – Evolution:** As the GAAP is implemented, experience shows that the plan will have to evolve and be responsive to the ever-changing political and policy landscape. During regular meetings with our client, we work with our client to evolve the GAAP.

We believe this disciplined approach and the related GAAP is unique and very effective in achieving our client's goals.

## Monthly Hot Topics

December 16, 2019 – January 17, 2019

### State of Ohio Legislative/Administration Hot Topics

#### \* Economic Indicators:

- o December GRF receipts totaled \$2,498.4 million and were \$123.0 million (4.7%) below the estimate. For the month, tax revenues were \$38.2 million (2.0%) below estimate, due to an underage in the personal income tax of \$46.8 million. Federal grant revenue was \$89.2 million (11.1%) below estimate.
- o For the year, the largest single variance is in federal grants. Grants are \$236.6 million (4.5%) below estimate for the year, due to Medicaid spending being \$314.2 million (3.9%) below estimate. Nonfederal revenues are \$124.1 million (1.7%) above estimate, led by a \$128.7 million (1.1%) overage in tax revenues.
- o Despite the \$38.2 million shortfall in tax revenues in December, there is a year-to-date average of \$128.7 million. Year-to-date, the non-auto sales tax still holds has the largest single overage at \$111.6 million (2.5%), followed by the auto sales tax at \$24.7 million (3.4%), and the public utility excise tax, which overtook the foreign insurance tax for the third highest year-to-date overage at \$16.2 million (28.4%).

#### \* Ohio House and Senate Update

- o The Ohio Senate has named its leadership team, but will need to rename one of its top leaders as Senator Randy Gardner took a Cabinet post in the DeWine Administration.
- o Larry Householder was elected as the Speaker of the House with a combination of both Republican and Democratic votes. The House has not yet named their leadership team or made committee appointments yet. Those are expected soon.
- o The Senate and the House will open the 133<sup>rd</sup> General Assembly on January 23, 2019.

#### \* Governor Mike DeWine/Administration

- o The DeWine administration is busy announcing cabinet appointments, with the Department of Health still unknown. The other agencies will begin working under new Directors and moving forward on Governor DeWine's priorities
  - Executive order #1: It is an anti-discrimination policy for state government that includes protections against discrimination based on gender identity or expression. The order also prohibits discrimination based on "status as a parent during pregnancy and immediately after the birth of a child, status as a parent of a young child, status as a foster parent."
  - Executive order #2: creates the governor's RecoveryOhio Initiative, which aims to address the opiate addiction crisis through prevention, treatment, criminal justice and recovery programs. RecoveryOhio will coordinate efforts that are now split across multiple state departments.
  - Executive order #3: creating the Children's Initiative to address issues such as kindergarten readiness, infant mortality and education gaps.
  - Executive order #4: highlights and focuses a spotlight on foster care within the Ohio Department of Job and Family Services.
  - Executive Order #5: establishing Ohio as a 'disability inclusion state and model employer' of people with disabilities. Roughly 1.6 million Ohioans have disabilities, including 870,000 who are of working age. The order mandates that state agencies review hiring practices and knock down non-job related employment barriers.

- Executive order #6: signaled that prevention efforts will be central to how he addresses the opioid crisis. He ordered the Ohio Department of Mental Health and Addiction Services to create a senior level post to focus on prevention education for K-12 students.
- Executive order #7: creating the Governor's Advisory Group on Home Visitation. It is charged with making formal recommendations ahead of the executive budget regarding how to fund and expand home visitation programs to help at-risk families.
- the basic hospital pricing information (called the chargemaster) that is now required to be posted online," she tweeted Wednesday night.

#### Federal Updates

- Trump officials plotting path for Medicaid block grants
  - The Trump administration is quietly devising a plan bypassing Congress to let states receive block grants for Medicaid, a longstanding Republican goal.
  - CMS is drawing up guidelines on what could be a major overhaul of Medicaid in some states. Instead of the traditional open-ended entitlement, states would get spending limits, along with more flexibility to run the low-income health program.
- Democratic governors steer party to the left for universal health care
  - Gov. Gavin Newsom wants California to be the first state to offer Medicaid to undocumented adults. Gov. Jared Polis wants Colorado to pioneer a multi-state single-payer system. And in Minnesota, Gov. Tim Walz wants residents to be able to buy into Medicaid.
  - These moves by newly elected liberal governors reveal a new movement among Democrats on health care in advance of the 2020 presidential campaign to see just how far the party will go in pushing universal health care.
- Supreme Court to hear arguments in DSH formula case
  - The Supreme Court will hear arguments Tuesday in a major case on Medicare payments that pivots around a 2017 ruling that Brett Kavanaugh wrote while he was a circuit court judge.
  - At issue in *Azoty v. Allina Health Services* is whether HHS should have solicited public comment before changing the formula for reimbursing mostly non-profit hospitals that treat a large number of poor patients. HHS argues upholding Kavanaugh's ruling could "substantially undermine" its ability to administer the huge health program.
  - The nonprofits refute that argument, saying Medicare law requires the agency to seek feedback when it wants to make big changes, such as when it cut disproportionate share, or DSH, payments to the hospitals.
  - Kavanaugh ruled HHS should have gone through a notice-and-comment period and is recusing himself from Tuesday's arguments.
- Arkansas removes another 1,200 Medicaid enrollees over work rule
  - Arkansas reported today that about 1,200 adults were removed from Medicaid in December for failing to meet work requirements, bringing the total number of Arkansans who lost coverage under the new rules to more than 18,000.

#### State Legislation

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The Ohio Legislature is schedule to begin the 133<sup>rd</sup> General Assembly on January 23, 2018. Announcements of Senate Leadership, House Leadership, and Committee appointments are still pending, but should be released soon.

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**State of Ohio Legislative/Administration Hot Topics**

- **Economic Indicators:**
  - March GRF receipts totaled \$2,367.0 million and were \$4.4 million (0.2%) above the estimate. For the month, tax revenues were \$86.0 million (4.7%) above estimate, led by the foreign insurance tax (making up for that source's shortfall in February) and followed by the non-auto sales tax. Nonfederal revenues were below estimate by \$65.4 million (4.5%). Once again, federal grants were well below estimate, missing expected revenues by \$61.0 million (6.7%). This shortfall was due to GRF Medicaid spending being \$73.8 million below estimate.
  - For the year, the GRF revenues are \$347.6 million (1.4%) below estimate. Tax revenues are \$137.0 million (0.8%) above estimate, and non-federal revenues are \$137.4 million (0.8%) above estimate. Federal grants are \$495.0 million (6.2%) below estimate, but this is not a net negative for the GRF, since it is driven by Medicaid GRF underspending of \$629.4 million (5.2%).
- **DeWine Signs 'Heartbeat Bill'**
  - Gov. Mike DeWine has signed SB23 (Hoegner), which would prohibit a person from performing an abortion when a fetal heartbeat is detected.
- **Ohio Legislative Update – all things Budget**
  - HB166 (Oelslager) is the state biennial budget bill. Hearings are underway with the various subcommittees (including the House Finance Health and Human Services Subcommittee) completing their work on Thursday April 11, 2019.
  - House budget amendments were due to House Leadership on Friday April 12, 2019.
  - House Finance committee will release their version of the budget on Wednesday April 24, 2019. The House has indicated that millions of dollars in cuts will be made to the Governor's introduced version of the budget due to a difference in fiscal projections between the Ohio Office of Budget and Management (OBM) and the Ohio Legislative Service Commission (LSC). The LSC projections were lower than OBM's by \$500 million dollars. The House will rely on the LSC numbers for formulate their version of the state budget.
  - The House leadership will be very busy reviewing amendments as over 3,000 amendments were submitted for consideration.
  - The House anticipates being completed with their version of the budget bill in early May, so the Senate can begin their deliberations.
  - On Thursday April 11, 2019, a panel of the Medicaid Managed Care Health Insurance Plans presented testimony and took questions from the House Finance Health and Human Services Subcommittee. The subcommittee member question topics included: Pharmacy benefit managers (PBMs), drug rebates, behavioral health payments, independent pharmacy payments, data sharing between plans and state agencies, social determinants of health, and transparency.

**Federal Updates**

- **Trump Administration Seeks to Repeal ACA, Republican Leaders Back Away, Democrats Move Legislation To Strengthen It**

- The Trump Administration has announced it would support a court ruling in the case of *Texas v. Azar* that declared the Affordable Care Act unconstitutional and should be scrapped. Meanwhile, House Democratic Leadership unveiled a draft bill that seeks to lower health care costs for people who get insurance coverage through the federal and state marketplaces.
- **HHS to reorganize office overseeing Title X, teen pregnancy programs**
  - HHS Secretary Alex Azar is planning to reorganize the department arm overseeing family planning, teen pregnancy prevention and other health programs – giving political appointees more control over those offices.
- **MACPAC Unanimously Recommends Changes in Medicaid Definitions**
  - The advisory panel's June report to Congress will recommend that Congress clarify the statutory language that governs how to calculate the maximum amount of Medicaid DSH payments that can be disbursed to individual hospitals. The recommendation calls for excluding costs and payments for Medicaid-eligible patients in the definition of Medicaid shortfall when Medicaid is not the primary payer.
- **Bernie Sanders Introduces Medicare-For-All; Legislation Could Reduce Hospital Revenues by 16 Percent**
  - Presidential Candidate Sen. Bernie Sanders (I-VT) has introduced his Medicare-For-All legislation with 14 Democratic Senators which would create a federal universal health insurance program to provide coverage for all inpatient and outpatient health care. This comes after a recent study published in JAMA that states Medicare-For-All would result in a net revenue loss of \$150 billion for hospitals nationwide or a 16 percent loss.
- **Pharmacy Benefit Managers (PBMs) Under Fire in the Senate**
  - Pharmacy benefit managers also took a beating from the Senate Finance Committee last week on their drug coverage practices. Senators grilled PBMs on the role they played in high drug costs and raised concerns over spread pricing where PBMs reimburse pharmacies less than what they charge health plans for the drugs.
- **Amazon's Alexa Wants to Help Manage Your Health; Will Info Stay Safe?**
  - Amazon announced that the Alexa smart speaker can help manage your health, including scheduling urgent-care appointments, monitoring blood sugar levels, tracking when your prescriptions have shipped, and checking health insurance benefits. Five companies so far have joined this initiative including Cigna Corp., Express Scripts, Livongo, and major hospital systems.
- **Suicide Care to be Included in Opioid Treatment Programs**
  - With increasing links between suicides and opioid use, a 40% correlation according to the CDC, new guidelines recommended by the National Action Alliance for Suicide Prevention will become facilities' minimum standard of care for patients in both inpatient and outpatient addiction treatment. These guidelines will be implemented in June; currently there is no standard of care for suicide prevention in opioid treatment programs.

#### Recent State Legislation of Interest

**HB166 OPERATING BUDGET** (Oelslager, S.) To make operating appropriations for the biennium beginning July 1, 2019, and ending June 30, 2021, and to provide authorization and conditions for the operation of state programs.

**HB184 CONTRACEPTIVE DRUGS- DEVICES** (Lepore-Hagan, M.) Regarding access to contraceptive drugs and devices, hospital services for victims of sexual assault, and sexual health education in schools.

#### **4. Pricing Structure: *Monthly Retainer***

We propose an annual retainer for this engagement, to be paid on a monthly basis. Additionally, McDonald Hopkins will not charge Cuyahoga County for travel costs associated with this engagement, including mileage and hotel reimbursement.

McDonald Hopkins proposes an annual retainer of \$300,000, with no additional charges for expenses. This retainer will be billed in monthly increments of \$25,000. If a monthly retainer is not the preferred billing method for the County, McDonald Hopkins is willing to provide an option that includes discounted hourly rates with weekly billing updates.

Each month you will receive from us a line-by-line summary of activity that has been undertaken on your behalf.

## Section V - Other Evaluation Categories

Founded in Cleveland in 1930, McDonald Hopkins is a full-service business advisory and advocacy law firm with more than 140 attorneys and offices in six strategic locations (Cleveland, Columbus, Chicago, Detroit, Miami and West Palm Beach). Working individually and together as part of more than 50 specialized service and industry teams, our attorneys provide insightful legal solutions and meaningful business advice for the challenges at hand and on the horizon.

Over McDonald Hopkins' nearly 90-year history, we have earned a reputation as a proactive and innovative law firm. We keep our clients ahead of their challenges and informed on the latest legal developments affecting their business with blog posts, alerts, newsletters, workshops, and Business Hour events and webcasts.

McDonald Hopkins opened our Columbus office in 2004. It is primarily used to support our lobbying and government affairs activities. Strategic Government Initiatives also has a Columbus office.

Strategic Government Initiatives (SGI), a subsidiary of Strategic Health Care which was founded in 1994 by Paul Lee, a former senior staff member of a U.S. Senator. SGI began as a small boutique practice with a few dedicated professionals. SGI is highly effective in achieving results, a hallmark that their clients have come to expect. SGI has office locations in Columbus and Washington, D.C., and their virtual offices ensure that geography is not a barrier to success. Over the past decade, SGI has emerged as one of the premier government relations consulting practices in Ohio. The firm is located on "Cap Square" across from the Ohio Statehouse with direct access to policymakers. They help their clients anticipate and succeed amid state and U.S. legislative and regulatory change and heightened government oversight. Their practice unifies strategic planning and advocacy for complete government relations, and advocacy representation.

<b>McDonald Hopkins LLC</b>	600 Superior Avenue East, Suite 2100 Cleveland, Ohio 44114
	250 West Street, Suite 550 Columbus, Ohio 43215
<b>Strategic Government Initiatives</b>	17 South High Street, Suite 1000 Columbus, OH 43215
	1120 G Street, NW, Suite 1000 Washington, DC 20005

## Section VI – Required Qualification Attachments

### Firm and Staff References

The required firm and staff references are attached to this Request for Qualifications.

### Conflicts of Interest

As a law firm, McDonald Hopkins has a sophisticated conflict check system in place. Upon discovery of a potential conflict, both parties are immediately notified. We work with our clients to find an acceptable resolution to any conflicts, which could include any number of outcomes. Our sincere belief is that while conflicts inevitably arise from time-to-time, disclosure and communication are the best ways to resolve them.

**McDonald Hopkins**  
**Firm Reference #1****CUYAHOGA COUNTY**  
**Consulting Firm Reference/Project Staff Reference**  
**RFQ#: DRC-19-45129**

Name of Consultant Firm/Person:		McDonald Hopkins LLC   Michael Wise	
Role on Project Referenced:		Lead Lobbyist	
Reference/Contact Person:		Gulfport Energy Corporation   Donnie Moore	
Street Address:		3001 Quail Springs Parkway	
City, State and Zip:		Oklahoma City, OK 73134	
Telephone Number:	405-252-4519	Email:	dmoore@gulfportenergy.com
Project Manager:	Mike Wise	Original Services Completion Date:	NA
Services Initiation Date	August 2012	Actual Services Completion Date:	NA
Original Contract Amount:	NA	Final Contract Amount:	NA

Reason for discrepancy between original and final contract amount, if any: NA

In the area below, please do the following:

1. describe in detail the services provided (title preparation, value analysis preparation, etc.)
2. detail how proficiency in the following areas was demonstrated:
  - a) Meeting Schedules and Deadlines
  - b) Controlling Cost and Adhering to the Budget
  - c) Communication, Cooperation and Follow Through Skills
  - d) Collaborating with other advocacy groups on similar topics

McDonald Hopkins provided comprehensive state and local government relations for this client. The state effort included lobbying both the executive and legislative branches. The lobbying was to impact legislation, rule making, and appropriations. Our services included regular meetings, weekly report, and weekly phone conferences. The client required advance notice of rules and legislation that impacted the client. Our representation included participating in trade groups on behalf of the client. To control costs, we have utilized both discounted hourly rates and monthly retainers.

**McDonald Hopkins**  
**Firm Reference #2****CUYAHOGA COUNTY**  
**Consulting Firm Reference/Project Staff Reference**  
**RFQ#: DRC-19-45129**

Name of Consultant Firm/Person:		McDonald Hopkins LLC   Michael Wise	
Role on Project Referenced:		Lead Lobbyist	
Reference/Contact Person:		Stella Maris, Inc.   Daniel Lettenberger-Klein	
Street Address:		1320 Washington Avenue	
City, State and Zip:		Cleveland, OH 44113	
Telephone Number:	(216) 727-2058	Email:	daniel.lettenberger-klein@stellamariscleveland.com
Project Manager:	Mike Wise	Original Services Completion Date:	NA
Services Initiation Date	January 2018	Actual Services Completion Date:	NA
Original Contract Amount:	NA	Final Contract Amount:	NA
Reason for discrepancy between original and final contract amount, if any: NA			

In the area below, please do the following:

1. describe in detail the services provided (title preparation, value analysis preparation, etc.)
2. detail how proficiency in the following areas was demonstrated:
  - a) Meeting Schedules and Deadlines
  - b) Controlling Cost and Adhering to the Budget
  - c) Communication, Cooperation and Follow Through Skills
  - d) Collaborating with other advocacy groups on similar topics

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**McDonald Hopkins**  
**Firm Reference #3****CUYAHOGA COUNTY**  
**Consulting Firm Reference/Project Staff Reference**  
**RFQ#: DRC-19-45129**

Name of Consultant Firm/Person:		McDonald Hopkins LLC   Michael Wise	
Role on Project Referenced:		Lead Lobbyist	
Reference/Contact Person:		Foundation for Appalachian Ohio   Cara Dingus Brook	
Street Address:		PO Box 456, 35 Public Square	
City, State and Zip:		Nelsonville, OH 45764	
Telephone Number:	740-753-1111	Email:	cbrook@ffao.org
Project Manager:	Mike Wise	Original Services Completion Date:	NA
Services Initiation Date	March 2019	Actual Services Completion Date:	NA
Original Contract Amount:	NA	Final Contract Amount:	NA

Reason for discrepancy between original and final contract amount, if any: NA

In the area below, please do the following:
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1. describe in detail the services provided (title preparation, value analysis preparation, etc.)
2. detail how proficiency in the following areas was demonstrated:
  - a) Meeting Schedules and Deadlines
  - b) Controlling Cost and Adhering to the Budget
  - c) Communication, Cooperation and Follow Through Skills
  - d) Collaborating with other advocacy groups on similar topics

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**Michael Wise**  
**Staff Reference #1**

**CUYAHOGA COUNTY**  
**Consulting Firm Reference/Project Staff Reference**  
**RFQ#: DRC-19-45129**

Name of Consultant Firm/Person:		McDonald Hopkins LLC   Michael Wise	
Role on Project Referenced:		Lead Lobbyist	
Reference/Contact Person:		Gulfport Energy Corporation   Donnie Moore	
Street Address:		3001 Quail Springs Parkway	
City, State and Zip:		Oklahoma City, OK 73134	
Telephone Number:	405-252-4519	Email:	dmoore@gulfportenergy.com
Project Manager:	Mike Wise	Original Services Completion Date:	NA
Services Initiation Date	August 2012	Actual Services Completion Date:	NA
Original Contract Amount:	NA	Final Contract Amount:	NA
Reason for discrepancy between original and final contract amount, if any: NA			

In the area below, please do the following:

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2. detail how proficiency in the following areas was demonstrated:
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  - c) Communication, Cooperation and Follow Through Skills
  - d) Collaborating with other advocacy groups on similar topics

McDonald Hopkins provided comprehensive state and local government relations for this client. The state effort included lobbying both the executive and legislative branches. The lobbying was to impact legislation, rule making, and appropriations. Our services included regular meetings, weekly report, and weekly phone conferences. The client required advance notice of rules and legislation that impacted the client. Our representation included participating in trade groups on behalf of the client. To control costs, we have utilized both discounted hourly rates and monthly retainers.

**Michael Wise**  
**Staff Reference #2****CUYAHOGA COUNTY**  
**Consulting Firm Reference/Project Staff Reference**  
**RFQ#: DRC-19-45129**

Name of Consultant Firm/Person:		McDonald Hopkins LLC   Michael Wise	
Role on Project Referenced:		Lead Lobbyist	
Reference/Contact Person:		Foundation for Appalachian Ohio   Cara Dingus Brook	
Street Address:		PO Box 456, 35 Public Square	
City, State and Zip:		Nelsonville, OH 45764	
Telephone Number:	740-753-1111	Email:	cbrook@ffao.org
Project Manager:	Mike Wise	Original Services Completion Date:	NA
Services Initiation Date	NA	Actual Services Completion Date:	NA
Original Contract Amount:	NA	Final Contract Amount:	NA
Reason for discrepancy between original and final contract amount, if any: NA			

In the area below, please do the following:

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  - c) Communication, Cooperation and Follow Through Skills
  - d) Collaborating with other advocacy groups on similar topics

McDonald Hopkins provided comprehensive state government relations for this client. The state effort included lobbying both the executive and legislative branches. The lobbying was to impact legislation, rule making, and appropriations. Our services included regular meetings and weekly phone conferences. The client required advance notice of rules and legislation that impacted the client. To control costs, we have utilized discounted hourly rates.

**Erskine Cade**  
**Staff Reference #1****CUYAHOGA COUNTY**  
**Consulting Firm Reference/Project Staff Reference**  
**RFQ#: DRC-19-45129**

Name of Consultant Firm/Person:		Strategic Health Care/Strategic Government Initiatives   Erskine (Ernie) Cade	
Role on Project Referenced:			
Reference/Contact Person:		KeyBank   Chris Pugliese; Paul Harris	
Street Address:		127 Public Square	
City, State and Zip:		Cleveland, Ohio 44114	
Telephone Number:	216-689-4963 216-689-0350	Email:	chris_pugliese@keybank.com paul_harris@keybank.com
Project Manager:	NA	Original Services Completion Date:	NA
Services Initiation Date	July 2010	Actual Services Completion Date:	On-going
Original Contract Amount:	NA	Final Contract Amount:	NA
Reason for discrepancy between original and final contract amount, if any: NA			

In the area below, please do the following:

1. describe in detail the services provided (title preparation, value analysis preparation, etc.)

2. detail how proficiency in the following areas was demonstrated:

- a) Meeting Schedules and Deadlines
- b) Controlling Cost and Adhering to the Budget
- c) Communication, Cooperation and Follow Through Skills
- d) Collaborating with other advocacy groups on similar topics

- Coordinate and participate in Bank's legislative/regulatory committee meetings.
- Participate with the Bank's advocacy network – The Ohio Banker's League.
- Coordinate policy positions between Bank colleagues.
- Increase political support for Key Bank at the state and federal level.
- Monitor, review, analyze and report on targeted state regulatory and legislation activity that may affect the Key Bank.
- Advise on strategy that should be followed to accomplish the desired results.
- Assist in the drafting of legislative/regulatory testimony.
- Assist in coordinating meetings with state officials, state government, General Assembly, and/or representatives that assist in carrying out the mission of Key Bank.
- Attend legislative hearings on bills, legislative fundraisers and community events.
- Generally use abilities, experience and best efforts to assist in the formulation and successful implementation of the legislative and administrative goals of Key Bank.
- File weekly, monthly or quarterly reports with the Bank detailing activity.
- Maintain appropriate Lobbying designation with the state oversight bodies.
- Provide legislative / regulatory updates as requested by the Bank.
- Assist with creating a PAC and/or strengthening it with members.
- Answer any Bank member inquiries.
- Continue to provide appropriate legislative positioning opportunities for Key Bank, i.e. organizing meetings with state and federal legislators and regulators.
- Perform any other duties deemed necessary and agreed upon on behalf on the Client.

**Erskine Cade  
Staff Reference #2****CUYAHOGA COUNTY  
Consulting Firm Reference/Project Staff Reference  
RFQ#: DRC-19-45129**

Name of Consultant Firm/Person:		Strategic Health Care/Strategic Government Initiatives   Erskine (Ernie) Cade	
Role on Project Referenced:			
Reference/Contact Person:		Greater Cleveland Port Authority   Jade Davis	
Street Address:		1100 W. 9 <sup>th</sup> Street #300	
City, State and Zip:		Cleveland, Ohio 44113	
Telephone Number:	216-377-1366	Email:	jade.davis@portofcleveland.com
Project Manager:	NA	Original Services Completion Date:	NA
Services Initiation Date	January 2015	Actual Services Completion Date:	On-going
Original Contract Amount:	NA	Final Contract Amount:	NA
Reason for discrepancy between original and final contract amount, if any: NA			

In the area below, please do the following:

1. describe in detail the services provided (title preparation, value analysis preparation, etc.)
2. detail how proficiency in the following areas was demonstrated:
  - a) Meeting Schedules and Deadlines
  - b) Controlling Cost and Adhering to the Budget
  - c) Communication, Cooperation and Follow Through Skills
  - d) Collaborating with other advocacy groups on similar topics

<ul style="list-style-type: none"><li>• Work on State Capital Budget request for funding for Irish Town Bend project.</li><li>• Work on General Budget-Biennial Budget for funding for Capital projects.</li><li>• Coordinate policy positions between other Ohio Ports.</li><li>• Work on building relationships with governor's office and executive staff.</li><li>• Work on building relationships with House and Senate leadership and members.</li><li>• Work on building relationships with key committee leaders in the House and Senate.</li><li>• Monitor legislation that may impact the Port of Cleveland's interest.</li><li>• Work on building relationships with relevant State Agencies, Directors and senior staff.</li><li>• Other Port related government affairs projects that may need external help</li><li>• in the General Assembly and City of Cleveland.</li><li>• Advise on strategy that should be followed to accomplish the desired results.</li><li>• Assist in the drafting of legislative/regulatory testimony.</li><li>• Assist in coordinating meetings with state officials, state government, General Assembly, and/or representatives that assist in carrying out the mission of Port of Cleveland.</li><li>• Attend legislative hearings on bills, legislative fundraisers and community events.</li><li>• Generally use abilities, experience and best efforts to assist in the formulation and successful implementation of the legislative and administrative goals of Port of Cleveland.</li><li>• File weekly, monthly or quarterly reports with the detailing activity.</li><li>• Maintain appropriate Lobbying designation with the state oversight bodies.</li><li>• Provide legislative / regulatory updates as requested.</li><li>• Answer any member inquiries.</li></ul>
---

**Dean DePiero**  
**Staff Reference #1****CUYAHOGA COUNTY**  
**Consulting Firm Reference/Project Staff Reference**  
**RFQ#: DRC-19-45129**

Name of Consultant Firm/Person:		McDonald Hopkins LLC   Dean DePiero	
Role on Project Referenced:			
Reference/Contact Person:		Akron - Cleveland Board of Realtors   Mike Valerino	
Street Address:		9100 S Hills Blvd #150	
City, State and Zip:		Broadview Heights, OH 44147	
Telephone Number:	216-525-4830	Email:	mvalerino@akronclevelandrealtors.com
Project Manager:	Dean DePiero	Original Services Completion Date:	NA
Services Initiation Date	NA	Actual Services Completion Date:	NA
Original Contract Amount:	NA	Final Contract Amount:	NA
Reason for discrepancy between original and final contract amount, if any: NA			
In the area below, please do the following:			
<ol style="list-style-type: none"><li>1. describe in detail the services provided (title preparation, value analysis preparation, etc.)</li><li>2. detail how proficiency in the following areas was demonstrated:<ol style="list-style-type: none"><li>a) Meeting Schedules and Deadlines</li><li>b) Controlling Cost and Adhering to the Budget</li><li>c) Communication, Cooperation and Follow Through Skills</li><li>d) Collaborating with other advocacy groups on similar topics</li></ol></li></ol>			
McDonald Hopkins provided comprehensive state government relations for this client. This effort included lobbying both the executive and legislative branches. The lobbying was to impact legislation, rule making, and appropriations. Our services included regular meetings and weekly phone conferences. Our representation included participating in trade groups on behalf of the client. To control costs, we have utilized both discounted hourly rates and monthly retainers.			

**Dean DePiero**  
**Staff Reference #2****CUYAHOGA COUNTY**  
**Consulting Firm Reference/Project Staff Reference**  
**RFQ#: DRC-19-45129**

Name of Consultant Firm/Person:		McDonald Hopkins LLC   Dean DePiero	
Role on Project Referenced:			
Reference/Contact Person:		DLZ, Inc.   Robert Kirkley	
Street Address:		6121 Huntley Road	
City, State and Zip:		Columbus, Ohio 43229	
Telephone Number:	614-323-6593	Email:	rkirkley@DLZ.com
Project Manager:	Dean DePiero	Original Services Completion Date:	NA
Services Initiation Date	July 2013	Actual Services Completion Date:	NA
Original Contract Amount:	NA	Final Contract Amount:	NA
Reason for discrepancy between original and final contract amount, if any: NA			

In the area below, please do the following:

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2. detail how proficiency in the following areas was demonstrated:
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**David Ebersole**  
**Staff Reference #1****CUYAHOGA COUNTY**  
**Consulting Firm Reference/Project Staff Reference**  
**RFQ#: DRC-19-45129**

Name of Consultant Firm/Person:		McDonald Hopkins LLC   David Ebersole	
Role on Project Referenced:		Support Attorney	
Reference/Contact Person:		Gulfport Energy Corporation   Donnie Moore	
Street Address:		3001 Quail Springs Parkway	
City, State and Zip:		Oklahoma City, OK 73134	
Telephone Number:	405-252-4519	Email:	dmoore@gulfportenergy.com
Project Manager:	Mike Wise	Original Services Completion Date:	NA
Services Initiation Date	August 2012	Actual Services Completion Date:	NA
Original Contract Amount:	NA	Final Contract Amount:	NA
Reason for discrepancy between original and final contract amount, if any: NA			

In the area below, please do the following:

1. describe in detail the services provided (title preparation, value analysis preparation, etc.)
2. detail how proficiency in the following areas was demonstrated:
  - a) Meeting Schedules and Deadlines
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  - c) Communication, Cooperation and Follow Through Skills
  - d) Collaborating with other advocacy groups on similar topics

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**David Ebersole**  
**Staff Reference #2****CUYAHOGA COUNTY**  
**Consulting Firm Reference/Project Staff Reference**  
**RFQ#: DRC-19-45129**

Name of Consultant Firm/Person:		McDonald Hopkins LLC   David Ebersole	
Role on Project Referenced:		Support Attorney	
Reference/Contact Person:		Foundation for Appalachian Ohio   Cara Dingus Brook	
Street Address:		PO Box 456, 35 Public Square	
City, State and Zip:		Nelsonville, OH 45764	
Telephone Number:	740-753-1111	Email:	cbrook@ffao.org
Project Manager:	Mike Wise	Original Services Completion Date:	NA
Services Initiation Date	March 2019	Actual Services Completion Date:	NA
Original Contract Amount:	NA	Final Contract Amount:	NA
Reason for discrepancy between original and final contract amount, if any: NA			

In the area below, please do the following:

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2. detail how proficiency in the following areas was demonstrated:
  - a) Meeting Schedules and Deadlines
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  - c) Communication, Cooperation and Follow Through Skills
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McDonald Hopkins provided comprehensive state government relations for this client. The state effort included lobbying both the executive and legislative branches. The lobbying was to impact legislation, rule making, and appropriations. Our services included regular meetings and weekly phone conferences. The client required advance notice of rules and legislation that impacted the client. To control costs, we have utilized discounted hourly rates.

## Conclusion

Thank you for this opportunity to present our capabilities to provide state and federal advocacy services to Cuyahoga County. We hope that you choose McDonald Hopkins. Please feel free to contact Michael Wise at 216.430.2034 or [mwise@mcdonaldhopkins.com](mailto:mwise@mcdonaldhopkins.com) with any questions you might have regarding this statement of qualifications.